



# FOCUS **COTTON**

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Trusted.  
Independent.  
Committed.



**SGS**

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## Celebrating 75 years of excellence in the cotton industry

2022 marks the 75<sup>th</sup> year since we began servicing the cotton industry. In the years since, the sector has changed beyond belief. Nowadays, it's common for fibers to be transported across the world before they are made into cotton textiles. Farmers therefore face a series of complex requirements when sending raw cotton to global mills that produce yarns. This is where our cotton controlling services can help.

SGS acts as an independent testing, inspection and certification service provider, working with cotton producers, traders and importers to mitigate their commercial risks and help settle transactions. We provide cotton services throughout the entire supply chain, which gives us a unique insight into the state of the industry – and allows us to better support our clients' operations.

In this issue, we take a look at the history of cotton controlling services in SGS and introduce our global cotton network.

*"Throughout the many years of our long standing relationship, SGS has been supporting our global cotton operations with their reliable and trusted cotton controlling services."*

**Carl Peltzer**

Director  
Cargill Cotton UK

*"Louis Dreyfus Company congratulates SGS's 75 years in cotton. Their excellent performance and service continues today."*

**Richard Jenkinson**

Sr. Cotton Merchant  
Louis Dreyfus Company





## A rich history, with an even brighter future in store



We're proud to say that SGS has now been at the forefront of the cotton industry for 75 years, playing a key role in making it as safe, sustainable and successful as possible.



**Jamie Fisher**  
Global Fibers  
Business Manager

*"I would like to pay tribute to all my predecessors. Not only did they establish SGS as global cotton leader, but they also passed their wisdom and experience down to the next generations – helping SGS continue to succeed even today.*

*I'd also like to praise our team for their unwavering commitment to excellence. The global cotton market relies upon the accuracy, quality and effectiveness of their services to reduce risk, add value and increase peace of mind throughout the supply chain.*

*We will continue to serve the global cotton industry with the highest levels of quality and integrity. Thank you all for your continued support as we celebrate our 75<sup>th</sup> year in this wonderful industry!"*

*"We are delighted to see the enduring success of SGS. You are a company whose professional reputation for inspecting and testing cotton is well-known throughout the cotton supply chain. Your partnership with the International Cotton Association is built on reliability and trust. And these have been the hallmarks on a relationship that has already developed over more than 30 years. We wish SGS many congratulations on your 75<sup>th</sup> year in cotton, and we look forward to many more years working together."*

**Bill Kingdon**  
Managing Director  
International Cotton Association





## How SGS entered the cotton industry

SGS first entered the cotton industry in 1947, when the textile industry was experiencing a post-war boom (aided by financing from the Marshall Plan). The textile industry had been identified as a key way to animate the Japanese and European economies, with the USA planning to export large quantities of cotton fiber to these markets. SGS was appointed by the Atlantic Alliance to lead the work monitoring these imports, first in Europe and then expanding to Japan.

After a number of successful years, in the 1960s, SGS expanded to India, Thailand, Taiwan and South Korea – markets that remain central to our business today.

The 1970s saw continued global expansion, with SGS establishing cotton operations in the USA, Australia and Bangladesh.

Throughout the 1990s, SGS continued to establish itself as a leading global player in the cotton industry, setting up 28 offices across central Asia.

This decade also marked a period of significant change. Cotton was now primarily being exported to Asia, in particular, to Bangladesh, Vietnam and China (now the world's three largest importers of raw cotton).

As a founding member of the Commercial Standardization of Instrument Testing of Cotton (CSITC), led by the International Cotton Advisory Committee (ICAC), we continue to be a proud and active participant in various leading cotton and textile industry associations to this day. We routinely take part in working groups that help to develop standards, rules and best practices in relation to testing, inspection, audit and certification.

Internally, we have upheld our commitment to promoting innovation throughout the cotton industry where possible. In 2009, we launched the Cotton Order Processing Database (COPD), which still remains fundamental to our operations today. Led by Jamie Fisher, SGS's fifth global cotton manager, our cotton solutions continue to go from strength to strength.

# 75 years of success. A short history of SGS cotton control

	<p><b>1878</b> SGS company was founded in Rouen, France, by Henri Goldstuck</p>
<p>SGS quickly grew and expanded into cotton inspection, under the watchful eye of Mr. Roland Meyer</p>	<p><b>1947</b></p>
	<p>SGS was appointed by the Atlantic Alliance to lead the monitoring of cotton imports from the USA in Europe first, before expanding to Japan</p>
<p>SGS expanded its cotton business under the stewardship of new global cotton manager Mr. De Picciotto</p>	<p><b>1950s</b></p>
	<p>SGS cotton operations were established in India, Thailand, Taiwan and South Korea</p>
<p>SGS invested in new cotton forwarding businesses in Bremen, Le Havre, Antwerp, Trieste and Venice to provide warehouse and logistics services for cotton fibers in transit</p>	<p><b>1960s</b></p>
	<p>Introduction of telex based daily cotton information services</p>
<p>SGS established cotton business in Australia</p>	<p><b>1960s</b></p>
	<p>Operations were established in the USA. The acquisition of the General Superintendents operations introduced its founder Mr. Tom 'TJ' Lyons to SGS, who contributed to the ongoing success of SGS cotton business until his retirement in 1986</p>
<p>SGS cotton operations were established in Bangladesh</p>	<p><b>1971</b></p>
	<p>Operations were established in the USA. The acquisition of the General Superintendents operations introduced its founder Mr. Tom 'TJ' Lyons to SGS, who contributed to the ongoing success of SGS cotton business until his retirement in 1986</p>
<p>SGS cotton operations were established in Bangladesh</p>	<p><b>1972</b></p>
	<p>SGS appointed its third global cotton manager, Mr. Rolf Schnieder, whose motto 'Confidence is good but control is better' was used to help clients understand the role of cotton control in their activities</p>
<p>SGS went public</p>	<p><b>1974</b></p>
	<p>Mr. Rolf Schneider moved on and was replaced by Mr. Bruno Widmer, who stayed with the company specializing in the cotton and fibres industry for the next 32 years – achieving recognition as a world expert in the process</p>
<p>This period saw both businesses restructuring and development of our regional operations in Latin America. In Portugal, investments were made to grow the cotton warehousing and forwarding business</p>	<p><b>1977</b></p>
	<p>SGS opened 28 offices across the Central Asian region's cotton producing states. There was a change in the destination of cotton exports – from Europe, to Asia and in particular the rise of Bangladesh, Vietnam and China</p>
<p>SGS developed and launched the Cotton Order Processing Database (COPD)</p>	<p><b>1981</b></p>
	<p>SGS opened 28 offices across the Central Asian region's cotton producing states. There was a change in the destination of cotton exports – from Europe, to Asia and in particular the rise of Bangladesh, Vietnam and China</p>
	<p><b>Late 1980s</b></p>
	<p><b>1985</b></p>
	<p><b>1990s</b></p>
	<p><b>2009</b></p>
	<p>Jamie Fisher joined SGS as the fifth global cotton manager, continuing to develop 'best in class' services and operations to support the global cotton trade now and in the future</p>
<p>SGS Transparency-One launched cotton traceability projects aiming to bring trust and transparency to the cotton supply chains - from retail to cotton farm</p>	<p><b>2017</b></p>
	<p><b>2021</b></p>





## SGS's cotton services in 2022

We deliver a diverse array of services, in accordance with trade association rules, client requirements and traditional best practices, with the utmost integrity and reliability.

Our precision agriculture and fertility management solutions help farmers overcome ever-changing challenges, optimize productivity and maximize crop yields. As a trusted verification partner of various voluntary and private cotton sustainability and traceability schemes, such as Better Cotton Initiative (BCI), we play a key role in helping to make cotton farming a more climate-resilient, environmentally friendly and responsible business.

Today's cotton trade sector is advancing methods of traceability, moving away from paper-based trails, transaction certificates and individual actors managing their own systems in isolation. Our experts use new innovative technologies such as stable isotope analysis and DNA traceability to help our clients identify cotton origin, variety and conditions of harvest.

Our stock management services help to ensure that damage, loss or other issues are identified – and fixed – as soon as possible. At the raw cotton stage, we support for both local and international cotton market players, delivering globally consistent services, coupled with local expertise and technical excellence.

Whether it is in the growing cotton market of West Africa or the leading cotton producing states and export locations in India or Brazil, our testing, inspection and risk management solutions help merchants to understand the exact quality and quantity of cotton that they are trading – and to mitigate the risk of issues in transit. At destination, our highly experienced specialists immediately notify clients of any issues with incoming shipments.

Our diverse set of services will add value at every stage of your cotton supply chain. Whether you're looking for loading or unloading controls, sampling, testing, surveys, verification, certification, traceability or sustainability services, there's only one place to go: SGS.

# Our global cotton network

**SGS Bangladesh**

45+ years 30 experts  
 ershad.ali@sgs.com

Cotton import volumes  
 1,807,000 MT

**SGS South Korea**

30+ years 5 experts  
 jimmy.lee@sgs.com

Cotton import volumes  
 128,000 MT

**SGS China**

25+ years 100+ experts  
 cathy.lin@sgs.com

Cotton import volumes  
 1,916,000 MT



**SGS Vietnam**

20+ years 17 experts  
 oanh.tran@sgs.com

Cotton import volumes  
 1,611,000 MT

**SGS Australia**

50+ years 15 experts  
 trent.charlton-maughan@sgs.com

Cotton export volumes  
 958,000 MT

**SGS Indonesia**

40+ years 29 experts  
 erick.prihadi@sgs.com

Cotton import volumes  
 555,000 MT

SGS cotton sites

- Years in business
- Number of SGS cotton experts
- Your main local cotton contact
- 21/22 season country cotton export / import volumes, (Metric Tons)

**SGS Turkey**

45+ years 13 experts  
 goktug.bayraktar@sgs.com

Cotton export / import volumes  
 142,000 MT / 1,208,000 MT



**SGS Cameroon**

25+ years 5 experts  
 louis.minkada@sgs.com

Cotton export volumes  
 152,000 MT

**SGS Pakistan**

30+ years 20 experts  
 faisal.nisar@sgs.com

Cotton import volumes  
 1,045,000 MT

**SGS India**

70+ years 60 experts  
 devendra.sawant@sgs.com

Cotton export / import volumes  
 1,023,000 MT / 261,000 MT

**SGS USA**

50+ years 35 experts  
 elizabeth.corder@sgs.com

Cotton export volumes  
 3,211,000 MT

**SGS Senegal**

30+ years 5 experts  
 idrissa.diome@sgs.com

Cotton export volumes  
 8,000 MT



**SGS Brazil**

20+ years 30 experts  
 marcio.tinoco@sgs.com

Cotton export volumes  
 1,720,000 MT

**SGS Ivory Coast**

30+ years 3 experts  
 yvesroland.konan@sgs.com

Cotton export volumes  
 299,000 MT

**SGS Togo**

30+ years 3 experts  
 alex.akakpo@sgs.com

Cotton export volumes  
 22,000 MT



# Cotton

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## Contact Us

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